SEAPORT *e*
Rolling Admission

INDUSTRY BRIEF

NOVEMBER 2004

Introduction/Purpose

NAVSEA and the Navy Virtual SYSCOM are expanding Seaport ***e*** to include SPAWAR, NAVSUP NAVAIR and SSP as ordering offices. Additional Statement of Work areas may also be incorporated.

This expansion will take place via Rolling Admission, a feature of Seaport ***e*** contracts.

Current Seaport ***e*** primes will have the opportunity to expand into additional zones.

NSWC Dahlgren is the Contracting Office responsible for Rolling Admissions and MAC administration.

Ordering offices of Virtual SYSCOM activities will be responsible for the competition of their own requirements via Task Orders.

CAUTION

The Information provided in this Presentation as well as the Draft RFP reflect the Navy's current Acquisition Approach. Changes may occur based on Industry comments or changes in the Navy's contractual needs. The Formal solicitation is the only document that should be relied upon in determining the Navy's requirements.

Current Situation

- Seaport ***e*** consists of 151 MAC primes in 7 geographic zones

- Ordering activities with NAVSEA issued warrants place Task Orders against MACs

- Statement of work encompasses a broad range of engineering services subdivided into 21 areas aligned with NAVSEA Warfare Center product areas

- Place of performance indicates in which zone work is competed

- Web portal automates and streamlines process to generate requirements, compete and award Task

Current Contract Characteristics

- Five year base and two five year Award Terms - Total of 15 year period of performance.
- Task Orders that involve Service Contract Act provisions must limit that effort to five years.
- Limits on pass-through, fees and annual escalation. Guaranteed savings clause.
- Rolling Admissions clause to add primes.
- Minimum guarantee at MAC Level, not by Zone.
- Cost and Fixed Price Task Orders permitted.
- No Time and Material Task Orders allowed.

Desired End Result

- Leverage the successes and efficiencies of the SeaPort ***e*** business model by expanding and designating SeaPort ***e*** as the vehicle of choice for future Engineering, Financial, and Program Management contractor support services for all Virtual SYSCOM ordering activities.

- Expand Seaport ***e*** to include all Virtual SYSCOM ordering activities and the vendor base that supports them in a MAC that features streamlined processes and generates cost savings.

Benefits of Approach

- Consolidated contracts provide for consistent application of sound Acquisition Strategy, Business Rules and policy.

- Provides Virtual SYSCOM the ability to develop strategic commercial business relationships on a Corporate level.

- Web Portal provides a dependable information gathering vehicle.

- Reduction in total Acquisition costs.

Acquisition Strategy

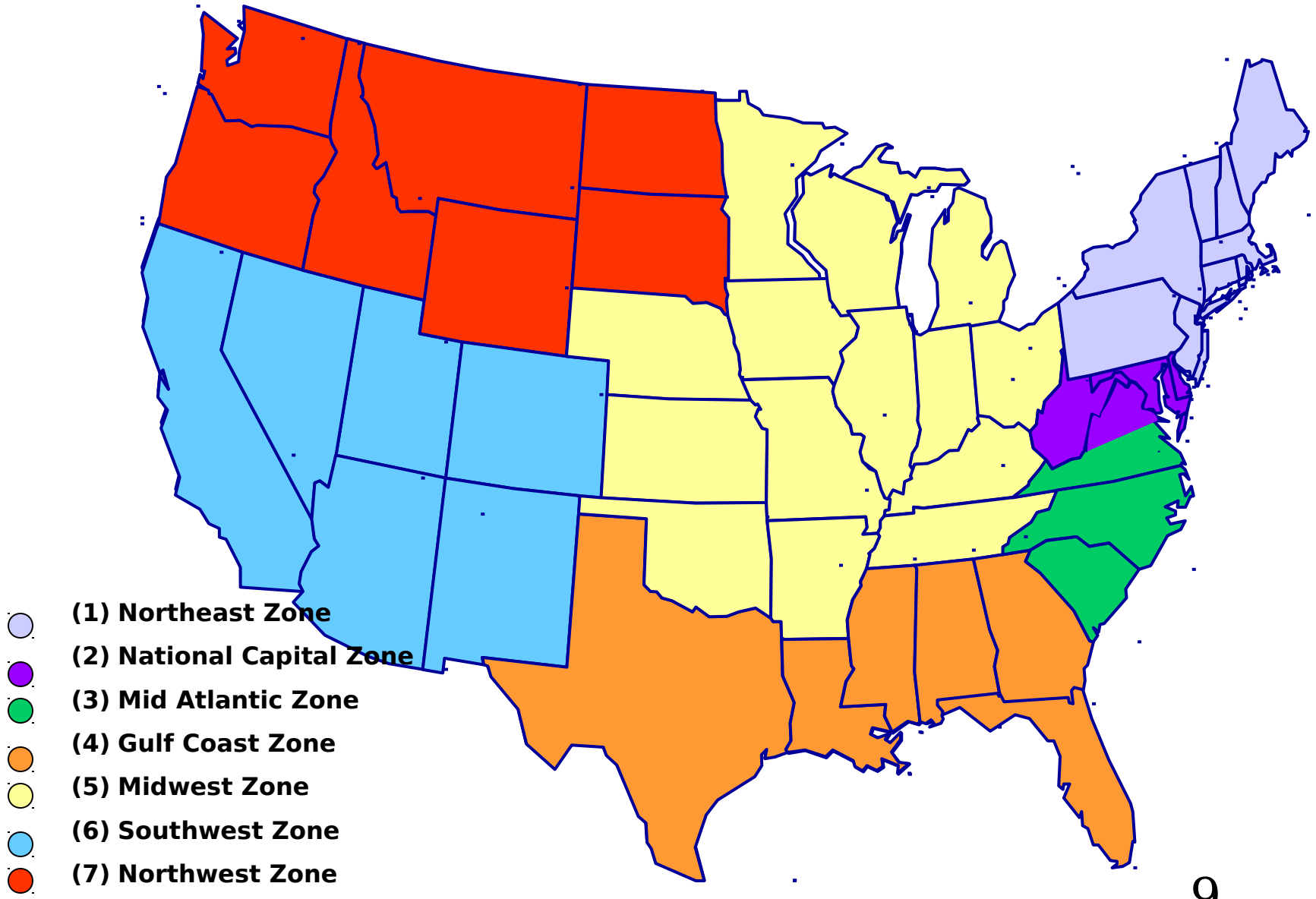
- Solicit (in a single Rolling Admissions solicitation) the entire nation for Virtual SYSCOM requirements.

- Add additional prime contractors to Seaport ***e*** and allow current MAC primes to compete for additional zones.

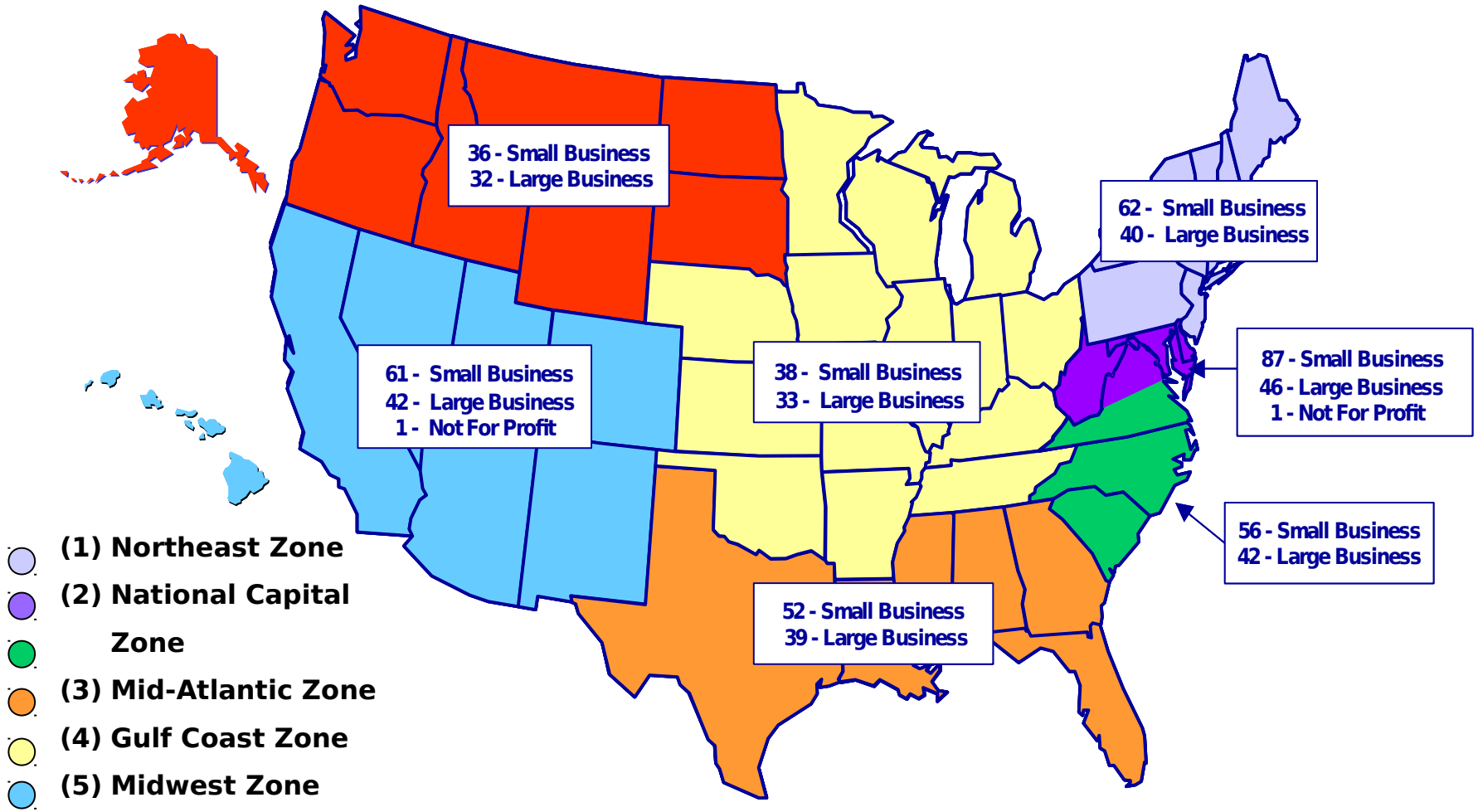
- Contractors may be awarded contracts providing them the ability to compete for Task Orders in a single or multiple Zones.

- Each Task is competed by the ordering activity that has the

Geographic Zones



Geographic Zones and Current MAC Holders



NAVSUP Activities by Zone

- Northeast Zone
  - FISC Norfolk Det Philadelphia
- National Capital Zone
  - FISC Norfolk Det Washington
- Mid-Atlantic Zone
  - FISC Norfolk
- Gulf Coast Zone
  - FISC Jacksonville
- Southwest Zone
  - FISC San Diego
  - FISC Pearl Harbor
- Northwest Zone
  - FISC Puget Sound

NAVAIR Activities by Zone

- Northeast Zone
  - NAVAIR Lakehurst
- National Capital Zone
  - NAVAIR HQ
  - NAVAIR Patuxent River
- Mid-Atlantic Zone
  - NAVAIR Cherry Point
- Gulf Coast Zone
  - NAVAIR Jacksonville
  - NAVAIR Orlando
- Southwest Zone
  - NAVAIR China Lake
  - NAVAIR North Island
  - NAVAIR Point Mugu

NAVSEA Activities by Zone

- Zone One – Northeast
  - NUWC Newport
  - NSWC SSES Philadelphia
- Zone Two – National Capital
  - NSWC Carderock
  - NSWC Dahlgren
  - NSWC Indian Head
  - NAVSEA HQ
- Zone Three – Mid-Atlantic
  - NSWC Dam Neck
- Zone Four – Gulf Coast
  - NSWC Panama City
- Zone Five – Midwest
  - NSWC Crane
- Zone Six – Southwest
  - NSWC Port Hueneme
  - NSWC Corona
- Zone Seven – Northwest
  - NUWC Keyport

NAVSEA Activities by Zone

- Zone One – Northeast
  - SUPSHIP Groton, CT
  - NSLC Mechanicsburg, PA
  - SUPSHIP Bath, ME
  - NSY Portsmouth
- Zone Two – National Capital
  - EOD Tech Div Indian Head, MD
- Zone Three – Mid-Atlantic
  - SUPSHIP Portsmouth
  - SUPSHIP Newport News, VA
- Zone Four – Gulf Coast
  - SUPSHIP Gulf Coast, I
  - SUPSHIP Jacksonville
  - SUPSHIP Ingleside
  - NAVXDIVING Panama City, FL
- Zone Six – Southwest
  - SUPSHIP San Diego
  - SUPSHIP Pearl Harbo
- Zone Seven – Northwest
  - SUPSHIP Puget Sound

SPAWAR Activities by Zone

- 1-Northeast Zone
  SPAWAR System Center Det Philadelphia
- 2-National Capitol Zone
  SPAWAR Space Field Activity
  - SPAWAR Washington Liaison Office
  - SPAWAR System Center Charleston (Washington Offices)
- 3-Mid-Atlantic Zone
  SPAWAR System Center Charleston (and Tidewater)
  SPAWAR System Center Norfolk Office
- 4-Gulf Coast Zone
  SPAWAR System Center Charleston (Jacksonville, Tampa & Pensacola Offices)
  SPAWAR Information Technology Center
- 6-Southwest Zone
  SPAWAR System Command
  SPAWAR System Center San Diego
  SPAWAR Systems Activity Pacific

SSP Activities by Zone

- 2 - National Capitol Zone
  SSP Headquarters
- 4 - Gulf Coast Zone
  Strategic Weapons Facility, Atlantic
- 7 - Northwest
  Strategic Weapons Facility, Pacific

Small Business Participation

- RFP to be issued on an unrestricted basis
- 33% goal (dollars obligated) for small business prime contract award over life of the contract and award term options.
- 20% requirement (dollars obligated) for large business subcontracting to small business.
- The Government reserves the right to set aside any task for small business, or if two or more qualified small businesses propose during the fair consideration process (cascading) the task may be set aside for Small Business.

Small Business Participation

- Small Business Size Standard
  - NAICS Code 541330
  - Small Business Size Std $23 Million in average annual sales over the past three years.

- Task Order Set-Asides
  - Potential for additional set aside categories, including HUBZONE, 8A, SDVOSB, and WOSB dependent on participation by enough primes in these categories in the geographic zones to make this possible

- Small Business need only demonstrate that they

SECTION B
SUPPLIES/SERVICES

Section B Characteristics

- Pricing consists of cost reimbursement (CPFF, CPAF, CPIF) Fixed Price and Fixed Price Incentive (FFP, FPI) Task Orders.
- No T&M or undefinitized Orders.
- Base performance period of 5 years with two 5 year Award

Term options. Goal is to align rolling admission awardees

period of performance with the existing MAC, which commenced the base period in April 2004. New awardees will likely have a base period of approximately 4 years to accomplish this. FY 2005 appropriation language requires an

LINE ITEM STRUCTURE (EXAMPLE)

BASE PERIOD – 5 Years

(See Section H Special Provision)

Base period may be less than 5 years to align new awardee Period of performance with existing MACs

SECTION B SUPPLIES/SERVICES

- 0001 Engineering, Technical and 29,425,000 hrs

  Programmatic Support Services Max Hourly Rate Provided Total

  (Cost Reimbursement) By Offeror*

  Estimated Cost __
  Estimated Cost _
  Plus FF

- 0002 Engineering, Technical and 24,060 Fixed Price Orders
  Programmatic Support Services Total Ceiling
  $3,424,820,700
  (Fixed Price)

- 0003 ODC's (includes travel) 1 Lot $ 362,260,168

*Max hourly rate(=The actual hourly labor rate from the most recent fully completed accounting year for the highest (direct cost) labor category within the team proposed.

Section H Special Provisions

- Rolling Admissions
- Guaranteed Savings
- Geographic Zones
- Award Term Provisions

Rolling Admissions

- New contracts may be awarded when the Government decides it
  appropriate to announce a new competition for the purpose of ad
  ID/IQ holders. Could be for a specific Zone or Zone(s), select gro
  requirements or types of businesses (Small Business).

- Common schedule to evaluate criteria

- Common criteria (preliminary)
  - Small Business participation
  - All requirements are fulfilled
  - Quality of performance by each Prime
  - Number, value and complexity of work assigned to each Prime
  - Adequate competition
  - Transaction costs for issuing Orders

Guaranteed Savings Clause

The Government anticipates this contract will be used primarily for the acqu
high dollar value engineering, technical and programmatic support services.
Government is seeking contractors to identify business improvement process
and cost saving initiatives to provide high quality services at a reduced cost t
For any Task Order with a base period of one year under Item 0001 thru 000
Items the Contractor agrees to the maximum extent practicable to reduce th
performed under each sequential year by at least:

% Reductions from base period or price from previous year:

Year 1	_____*	%
Year 2	_____*	%
Year 3	_____*	%
Year 4	_____*	%

In addition, the Contractor agrees to provide the Government with a volume
total value of all Task Orders awarded within a calendar year exceeds ___$ *,
will reduce the amount bid on all Task Orders issued in the next calendar yea
price the Contractor would have otherwise bid for the work.

Guaranteed Savings Clause (Con't)

The Contractor agrees that the maximum pass throu
rate which shall be charged against any and all line i
under this contract shall not exceed _____*_%____. The ma
pass through rate is equal to the maximum amount a
the price of the work paid to the Firm performing th

Geographic Zones

During the proposal process Offerors will be requested to identify the geographic Zone or Zone(s) for which they w to be considered during the Task Order, Fair Considerati

IMPORTANT: ***To be considered in one or more o seven zones you must have held or currently hold a prime or subcontra currently have a local office staffed prime or a sub in the zone(s) in whi you wish to be considered.***

Virtual SYSCOM ordering offices will solicit these Zones for services to be performed during the life of this contract.

Geographic Zones Example

Section H Special Provisions

The following Contractors and their Teams will be considered for the seven
Geographic zones during the ordering (fair consideration) process. The Virtual SYSCOM ordering office that Awards the Task will be responsible for Task Order Administration.

Northeast Zone (1)	National Capital Zone (2)	Mid-Atlantic Zone (3)
Company XYZ	CompanyXYZ	Company XYZ
Company ABC	Company91011	Company 100
Company EFG	Company246	Company 91011
Company 123	CompanyEFG	Company EFG
Company 456	Company100	Company RST

Gulf Coast Zone (4)	Midwest Zone (5)	Northwest Zone (6)	Southwest Zone (7)
CompanyXYZ	CompanyXYZ	CompanyXYZ	Company 15
CompanyABC	Company200	Company ABC	Company 200
Company200	Company91011	Company200	Company XYZ
Company500	CompanyRST	Company500	Company RST

Award Term Provisions

- The Solicitation will contain two Award Term Option of five years each, dependent upon contract length lim waiver request.

- Exercise of Award Term Option periods will be a unilat of the Government and are not a contractor entitlemen

- Award Term Incentives will be evaluated on:
  - Performance on Completed Task Orders
  - Achievement of Subcontracting Goals (Large Busine
  - Guaranteed Savings Accomplishment

SECTION L INSTRUCTIONS TO OFFERORS

Page Limitations

- Evaluation Factor 1: Technical Capability
  (a) Depth and Breadth — Table A plus 10 pages
  (b) Management Approach — 5 pages
  (c) Subcontracting — 5 pages (Exclusive of Subcontracting Pla
  (Large Business Only) Requirements of FAR 19.7 and DFAR 219.7)

- Evaluation Factor 2: Past Performance — No separate subm
  (included in Table A)

- Evaluation Factor 3: Price
  (a) Guaranteed Savings and Cost Approach — 20 pages
  (b) Ceiling Unit Price for Item 0001 — 1 page

  This Rate Must:
  - Be the actual hourly labor rate,
  - From the most recent fully completed accounting year
  - For the highest (direct cost) labor category within the proposed.

Technical Capability
(Not to exceed 10 pages plus Table A)

- Depth and Breadth:
  - Offerors shall complete Table A to demonstrate depth and br
    experience within the past 3 years. The past performance in
    and personnel presented in Table A should represent the pri
    capability in the zone OR a reasonable mix of prime and tean
    personnel in the zone. Do not present subcontractor person
  - Offerors shall discuss in detail experience/expertise identifie
    listing found in Table A. Tasks presented to validate depth a
    of experience should be those completed by the prime contra
    include a brief discussion of how team members complement
    prime's capability in the zone.

Table A (example)

Page 1

PAST PERFORMANCE INFORMATION							
	Contract No.	Prime or Sub	$ Value	Date Completed	* Performance Zones To Be Considered In	Pages 1 Section 1.2 of SOW Product Area For Which Function Was Performed	Government POC (Phone Number)
Functional Area (SOW 3.1-3.2)							
3.1 R&D Support							
3.2 Engineering Support	N61331-01-D-0020	P	15,000,000	15-May-2003	Gulf Coast	Littoral Warfare	M. Dulatt, 850-XXX-XXXX
3.3 Modeling							
3.4 Prototyping							
3.5 System Des Doc/Tech Data							
3.6 Software							
3.7 RM&A							
3.8 HF Engineering Support							
3.9 System Safety							
3.10 CM Support							
3.11 QA Support							
3.12 IS / IA / IT							
3.13 Ship Inactivation/Disposal							
3.14 Interoperability/T&E/ Trials							
3.15 Measure Facilities / Ranges							
3.16 Acquisition Logistics							
3.17 Supply & Provisioning							
3.18 Training							
3.19 In-Serivce Eng							
3.20 Program Support							
3.21 Administrative Support							

* To be considered in one or more of the Seven (7) Zones the Offeror must have or had a prime or subcontract or currently have a local office staffed by the prime or a sub in the Zone or Zone(s)

Table A (example) Page 2

WORKFORCE QUALIFICATIONS								
	Degree/ Functional Area Proposed	School	Discipline	Proposed Position	Contingent Employee (Yes or No)	Employer/ Location	Brief Description of Experience Relevant to Functional Area Within Past 3 Years	Minimum Company Qualifications to Hold Position
NAME								
John Q. Smith	B.S./3.6	University of Alabama	Mechanical Engineering	Sr. Mech Engineer	Y	ABC Col., Panama City	2000-2003:5 years - Sr. Mech Design Engineer on AN/AQS-20A, 1998-200 2 Years Structural Design	BS in Science or Engineering discipline, 1 Year experience in Structural Design

Management Approach
(Not to exceed 5 pages)

- Describe approach to integrate engineering, technical and programmatic support service within and across Virtual SYSCOM activities to institute best practices and realize cost savings.

- Describe approach to mold, manage and maintain this effort including your:
  - Capability to manage the effort (or team if so proposed)
  - Ability to manage change to preserve stability and maintain technical expertise in the workforce
  - Ability to monitor and maximize quality
  - Approach to guarantee responsiveness to and cooperation with customers

Subcontracting, Large Business Only

(Not to exceed 5 pages)

- At least 20% of the total dollars obligated under the contract (not
  must be subcontracted to Small Businesses. The following specific
  requirements must be met:

  - 5% of dollars obligated (not per Task Order) to Small Disadvan
  - 5% of dollars obligated (not per Task Order) to Women-Owned
  - 3% of dollars obligated (not per Task Order) to Hub-Zones
  - 1.5% of dollars obligated (not per Task Order) to Service-Disab
    Veteran Owned Small Business

- The Offeror shall submit a copy of all subcontractors or Teaming a
  any Team Member who may perform effort directly chargeable to

- The offeror shall submit copies of final SF 294's for recent relevan
  best demonstrates their ability to achieve the proposed subcontrac

Past Performance

(No separate submission required)

Table A entries of recent significant relevant experien
performed within the past three (3) years. In addition,
Government may use other information available from
Government sources to evaluate an Offeror’s past perf

Price/Cost

(Not to exceed 21 pages)

- Guaranteed Savings Clause (20 pages)
  - Price Reductions
  - Volume Discounts
  - Pass through Costs
- Proposed approach for additional cost savings initi
  (included in above page count)
- Ceiling Unit Price for Item 0001 (1 page)

SECTION M
EVALUATION PROCESS

Factors To Be Considered For Award

Best Value Source Selection:

- Factor 1 Technical Capability
  - Depth and Breadth
- Factor 2 Management Approach
  - Management Plan
  - Subcontracting (Large Business Only)
  - Subcontractor/Teaming arrangements
- Factor 3 Past Performance
- Factor 4 Price
  - Guaranteed Savings and Cost Approach
  - Ceiling Unit Price for Item 0001
  - Compensation plan

Factor 1 is significantly more important than Factors 2, 3, and 4. Factors 2 a
approximately equal and together are more important than Factor 4. Althou
technical capability, management, and past performance factors are more im
than price, price is a substantial factor. All sub-factors are of equal weight v

Evaluation Process

- The Government will evaluate the Offerors Technical Capability, Past Performance and Price Proposals usi four adjective rating definitions.

    - Outstanding
    - Good
    - Satisfactory
    - Unsatisfactory

Post Award – Task Order Procedures

- After Award of the multiple Award Contracts, Task Orders will be competed by Virtual SYSCOM ordering activities to meet various Project/Program requirements.

  - Review by the Local Site Deputy for Small Business to determine if the Task should be directly set aside, potentially set aside (cascading), or be fully and openly competed.

  - Requirements personnel choose most appropriate selection criteria.

  - Task Orders scaled to meet requirements and can be for a base and option periods.

  - The Government has no obligation to issue any orders except the minimum obligation which is $10,000.

Fair Opportunity Procedures

- A Fair opportunity will be given to all eligible contractors in the applicab

proposed by the Offerors in which the Ordering Officer resides.

Exceptions to Fair Opportunity Consideration Awardees will not be given a opportunity to be considered for requirements which are expected to excee when the Contracting Officer determines one of the following conditions ap

- The agency need for such services is of such urgency that providing such would result in unacceptable delays;
- Only one Awardee is capable of providing such services required at the l quality required because the services ordered are unique or highly speci
- The order must be issued on a Sole-Source basis in the interest of econo efficiency because it is a logical follow on to an Order already issued und in which Awardees were given a fair opportunity to be considered.
- It is necessary to place an order to satisfy a minimum guarantee.

In accordance with FAR 16.5, when an exception to the fair opportunity to b exists, the Task Order will be processed as a Sole Source procurement, incl Source justification, posting of the Task Order to the website, a request to t provider for a Proposal, Cost and Pricing Data where applicable, negotiation Unaffected ID/IQ holders will not be notified of the exception.

(Cont)

Fair Opportunity Procedures

Pre Solicitation and Solicitation All ID/IQ holders in the relevant Zone(s) will receive notification of the posting of each proposed Task Order at the time a proposed Task Order is posted to the website. All proposed Task Order's incorporate all terms of the ID/IQ contract unless otherwise specified in the proposed Task Order. In addition, the proposed Task Order will include:

i. All known information including Sections B through H of the Task Order (Line Items, Statement of Work or objectives, packaging and marking information, data rights,inspection and acceptance of the services, period of performance, security, government property/information to be provided and other relevant information.

ii. The means and time for the ID/IQ holders to respond expressing interest and providing appropriate information.

iii. Specific instructions for the means of responding to the Task Order request, including but not limited to, oral interviews, reverse auctions, written

(Cont)

Fair Opportunity Procedures

It is the intent of the Government to maximize the use of electronic s
all proposals in response to Task Order request(s).

- During the Fair Opportunity Process the Government may elect to
  Task Orders totally for Small Business participation prior to issua
  Task Order, or may elect to set aside the Task Order for Small Bus
  responses have been received if it is determined that two or more
  Small Business propose. In order to be considered a Small Busine
  process, the Offeror must 1) not exceed the NAICS Code 541330 s
  $23 Million in average annual sales over the past three years and
  at least 51% of the work proposed for the Task Order.

Frequently Asked Questions

Question: Will NSWC Dahlgren be the central contracting/p
authority after Contract Award?

Answer: Dahlgren is acting as the PCO on these multiple award cont
behalf of the Virtual SYSCOM. After Award, each Site will h
ordering authority and be responsible for the overall admin
of the Task Orders they have Awarded.

Question: Can my company be on more than one Team as a S

Answer: Yes, you may be on as many Teams as you think are appropr
Only one Award as a Prime Contractor per Company will be

Question: As a Small Business am I required to have experie
technical disciplines of the SOW to qualify for Award?

Answer: As a Small Business you need only demonstrate that you sa
requirements areas of the SOW to qualify as technically acc

Frequently Asked Questions

Question: How many contracts will be Awarded?

Answer: The Government expects to Award multiple contracts. The is unknown since it is impossible to predict the number of acceptable proposals received.

Question: Will the Government limit the number of Awards

Answer: Although the objective is to broaden the scope and geograp contractors available under Seaport e, the Government res the right to limit the number of Awards if it is determined t an adequate number of outstanding or good proposals that both Large and Small Businesses have been received.

Question: What is the Small Business size standards for th

Answer: NAICS Code 541330, Small Business size standard $23 Mi average annual sales over the past three years.

Frequently Asked Questions

Question: What happens to existing contracts or options cu
at the various Virtual SYSCOM Sites?

Answer: At time of contract renewal or option exercise, the work wi
to determine if the MAC's are the appropriate contractual

Questions

Approximately 800 questions were formally received from industry and documented during the initial award of Seaport ***e*** MACs in 2004. These questions and answers are categorized by the areas of the original solicitation that they pertain to, and are posted along with the original solicitation under the rolling admissions link on the www.seaport.navy.mil homepage. Please review these materials prior to asking additional questions.

Please email your questions to:

e-pco@seaport.navy.mil

NAVSEA

NAVAIR

VIRTUAL SYSCOM
NAVSEA
NAVAIR
NAVSUP
SPAWAR
NAVY

NAVY
Strategic Systems Programs
Nuclear Deterrence
Ballistic Missile Systems
Conventional Deterrence
From the Sea

SPAWAR

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